



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



7TH ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER

U.S. DEPARTMENT OF ENERGY AND ITS PRIME CONTRACTORS

7TH ANNUAL SMALL BUSINESS CONFERENCE

JUNE 27-30, 2006 • THE WASHINGTON STATE CONVENTION AND TRADE CENTER • SEATTLE, WASHINGTON



Gathering Reliable Intel: The First Steps to Success

Prepared by: Gretchen McCracken

Golden Key Group

June 27, 2006



Topics for Discussion

- Getting Started
- Tying the Cycles Together
- Types of Intel
- Where to find FREE Intel
- The FPDS
- Who's required to submit information/reports
- What is reported
- What's not reported
- Logging In
- Navigating the FPDS
- Using the data to improve your success
- Focusing on your market
- Q & A
- Conclusion

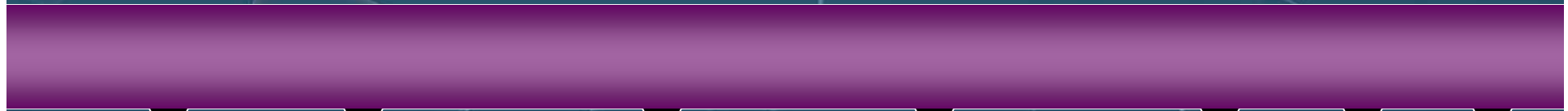


Getting Started

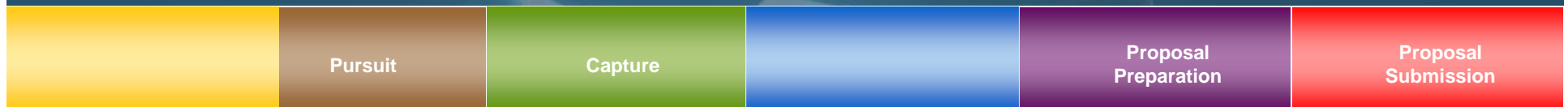
- **Buying Cycle**



- **Customers Milestones**



- **Selling Phases**



- **Milestones**

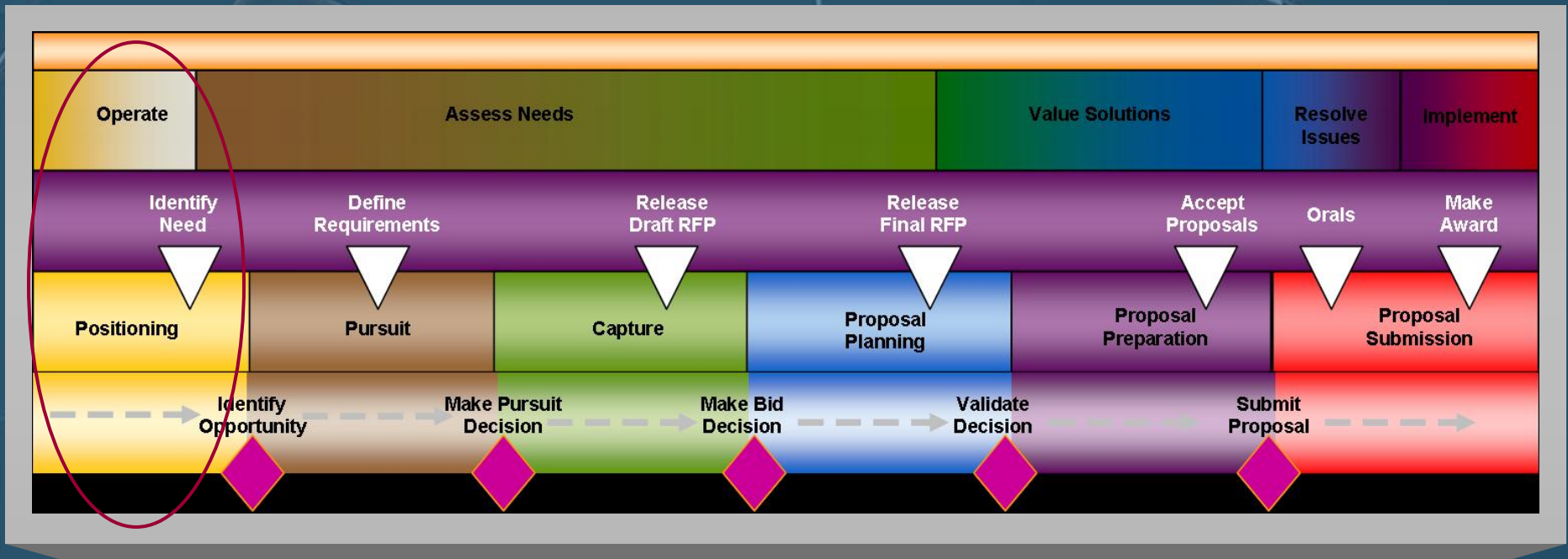


To be successful you need to understand the relationship between the various cycles



Understanding the Sales Cycle

- Six-Phases of the Business Development Process



Free Intel is gathered before you ever start your BD efforts



Types of Intel

- Intel that's **FREE**

| Pro's | |
|-------|--------------------------|
| Free | Requires time to collect |
| Free | |
| Free | |

- Intel that's provided for a **FEE**

| Pro's | |
|---|--|
| Can be collected quickly | |
| Generally is provided in user friendly format | |
| Focuses business development efforts | |

- Either Way: **INTEL MUST BE RELIABLE**



The First Steps

- Know the product or service you want to sell
- Be willing to modify your marketing strategy based on the Intel you discover
- Know your North American Industry Classification System (NAICS) code AND your Federal Supply Code (FSC)
- Know your Primary Codes and your next three



Finding FREE Intel

Identify who's buying in your NAICS and FSC Codes

<http://www.scrantontrg.com/secrc/fsc-codes/fsc.html>

Which will lead you to this link

<http://www.softshare.com/tables/pscs/>

Which is all inside this website

<http://www.usabid.com/resources/agencydb/>

This Site Helps you Understand Who's Buying what You're Selling

Product Service Codes (PSCs), Federal Supply Codes (FSCs), Federal Supply Groups (FSGs) - Microsoft Internet Explorer

Address: <http://www.usabid.com/resources/tables/pscs/>

**Product Service Codes
Federal Supply Codes**

- A - Research and Development
- B - Special Studies and Analyses - Not R&D
- C - Architect and Engineering - Construction
- D - Automatic Data Processing and Telecommunication
- E - Purchase of Structures and Facilities
- F - Natural Resources and Conservation
- G - Social Services
- H - Quality Control, Testing, and Inspection
- J - Maintenance, Repair, and Rebuilding of Equipment
- K - Modification of Equipment
- L - Technical Representative
- M - Operation of Government Owned Facilities
- N - Installation of Equipment
- P - Salvage Services
- Q - Medical Services
- R - Professional, Administrative and Management Support
- S - Utilities and Housekeeping Services
- T - Photographic, Mapping, Printing, and Publications
- U - Education and Training
- V - Transportation, Travel and Relocation
- W - Lease or Rental of Equipment
- X - Lease or Rental of Facilities
- Y - Construction of Structures and Facilities
- Z - Maintenance, Repair or Alteration of Real Property

10 - Weapons
11 - Nuclear Ordnance
12 - Control Equipment
13 - Ammunitions and Explosives
14 - Guided Missiles
15 - Aircraft and Airframe Structural Components
16 - Aircraft Components and Accessories
17 - Aircraft Launching/Landing/Ground Handling Equip.
18 - Space Vehicles
19 - Ships, Small Craft, Pontoons, and Floating Docks
20 - Ship and Marine Equipment
22 - Railway Equipment
23 - Ground Vehicles, Motor Vehicles, Trailers, Cycles
24 - Tractors
25 - Vehicular Equipment Components
26 - Tires and Tubes
28 - Engines, Turbines, and Components
29 - Engine Accessories

R - Professional, Administrative and Management Support Services

| PSC | Description |
|------|----------------------------------|
| R111 | Bldgs & fac / admin & svc bldgs |
| R112 | Bldgs & fac / airfield & msl fac |
| R113 | Bldgs & fac / educational bldgs |
| R114 | Bldgs & fac / hospital buildings |
| R115 | Bldgs & fac / industrial bldgs |
| R116 | Bldgs & fac / residential bldgs |
| R117 | Bldgs & fac / warehouse bldgs |
| R118 | Bldgs & fac / R&D facilities |
| R119 | Bldgs & fac / other buildings |
| R121 | Non-bldg / conservation & dev |
| R122 | Non-bldg / hwys-roads-bridges |
| R123 | Non-bldg / electric power genr |
| R124 | Non-bldg / utilities |
| R129 | Non-bldg / other |
| R211 | A/E - non contract - general |
| R212 | A/E - drafting engineering |
| R213 | A/E - inspect - non contract |
| R214 | A/E - management engineering |

Done

Internet



Selling Nuclear Bombs?

Agency Match Report for FSC/PSC - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Reload Print Mail Address Book

Address <http://www.usabid.com/resources/agencydb/FPD52.asp> Go

Norton Internet Security Norton AntiVirus

Agency Match Report for FSC/PSC: 1105

Select All Clear All

| | PSC | Agency | State | Amount | Actions |
|-------------------------------------|------|---|-------|------------|---------|
| <input checked="" type="checkbox"/> | 1105 | US ENVIRONMENTAL PROTECTION AGENCY OFFICE OF ADMINISTRATION/ RESOURCE MANAGEMENT CONTRACT MANAGEMENT DIVISION RESEARCH TRIANGLE PARK, NC 27711 | NC | \$9,297.50 | 1 |

© 1996-2006 Softshare. All rights reserved. | [Privacy Policy](#)

Done Internet

**If this is what your selling:
Don't Quit Your Day Job!**



Or Professional Services?

Agency Match Report for NAICS - Microsoft Internet Explorer

Address <http://www.usabid.com/resources/agencydb/FPDS2A.asp>

Norton Internet Security Norton AntiVirus

Agency Match Report for NAICS: 541612

Select All Clear All

| | NAICS | Agency | State | Amount | Actions |
|-------------------------------------|--------|---|-------|--------------|---------|
| <input type="checkbox"/> | 541612 | | UNK | \$310,416.00 | 7 |
| <input type="checkbox"/> | 541612 | A/LM/AQM - OFFICE OF ACQUISITIONS | VA | \$17,000.00 | 4 |
| <input type="checkbox"/> | 541612 | ACQUISITION DIVISION | DC | \$10,000.00 | 2 |
| <input type="checkbox"/> | 541612 | ANIMAL AND PLANT HLTH INSP SVC | MN | \$13,948.80 | 1 |
| <input type="checkbox"/> | 541612 | ASSISTANT SECRETARY FOR ADMINISTRATION, PROCUREMENT OPERATIONS DIVISION | DC | \$-49,487.00 | 1 |
| <input type="checkbox"/> | 541612 | ATLANTIC SERVICE CENTER | PA | \$1,645.00 | 1 |
| <input type="checkbox"/> | 541612 | BUREAU OF LABOR STATISTICS PURCHASING | DC | \$0.00 | 2 |
| <input checked="" type="checkbox"/> | 541612 | BUREAU OF THE PUBLIC DEBT P.O. BOX 1328 PARKERSBURG, WV 26106 | WV | \$100,000.00 | 1 |
| <input type="checkbox"/> | 541612 | COMMANDER, HDQ SUPPORT COMMAND LOGISTICS AND SMALL PURCHASING HSC(A-3), | DC | \$0.00 | 2 |
| <input checked="" type="checkbox"/> | 541612 | DENVER SERVICE CENTER (DSC) P.O. BOX 25287 NATIONAL PARK SERVICE, DENVER SERVICE CENTER DENVER, CO 80225 | CO | \$0.00 | 1 |
| <input type="checkbox"/> | 541612 | DEPARTMENT OF VETERANS AFFAIRS | TX | \$99,500.00 | 1 |
| <input type="checkbox"/> | 541612 | DEPARTMENT OF VETERANS AFFAIRS | TX | \$-5,754.86 | 1 |
| <input type="checkbox"/> | 541612 | DEPT OF COMM/BUREAU OF THE CENSUS | IN | \$7,500.00 | 1 |
| <input type="checkbox"/> | 541612 | DEPT OF COMM/NAT INST STAND AND TECHNOL | MD | \$25,000.00 | 2 |
| <input type="checkbox"/> | 541612 | DEPT OF COMM/NAT OCEAN AND ATMOS ADMIN | MD | \$15,000.00 | 1 |

Internet



Next; Check Out the Census Bureau

Census Bureau Home Page - Microsoft Internet Explorer

Address: <http://www.census.gov/>

U.S. Census Bureau

American Indian- and Alaska Native-Owned Firms

New on the Site

Data Tools

American FactFinder

Jobs@Census

Catalog

Publications

Are You in a Survey?

About the Bureau

Regional Offices

Doing Business with Us

Related Sites

American Community Survey New Data!

SEARCH:

United States Census 2000

People and Households

Business and Industry

Geography

Newsroom

Special Topics

<http://lehd.dsd.census.gov> - Quick Facts Help - Microsoft Internet Explorer

| Topics | Information |
|---|---|
| Total Employment Net Job Flows Job Creation New Hires Separations Turnover Avg Monthly Earnings Avg New Hire Earnings | New Hires (HirNew) Total number of accessions that were also not employed by that employer during the previous four quarters. Answers the questions: <ul style="list-style-type: none">• What industries are hiring the most workers?• Which industries are hiring older workers?• Which industries are hiring young workers?• What geographic areas are doing the most hiring? |

Done

Internet

USCENSUSBUREAU
Helping You Make Informed Decisions

Accessibility | Information Quality | Data Protection & Privacy Policy | FOIA | U.S. Dept of Commerce

Internet



Then Check Out First Gov

The screenshot displays the FirstGov.gov website interface within a Microsoft Internet Explorer browser window. The browser's address bar shows the URL <http://firstgovsearch.gov/search?v%3Aproject=firstgov&query=HHS+Strategic+Plan>. The website header includes the FirstGov logo and navigation links such as "FirstGov Home", "FirstGov en español", "Frequent Questions", and "Email FirstGov.gov". A search bar contains the text "HHS Strategic Plan", and a search button is visible. Below the search bar, the results indicate "120 results for HHS Strategic Plan out of at least 45,192 (Details)". The results are categorized by topic, agency, and source. The "All Results (120)" section lists several items, including "HHS Strategic Plan FY 2001 (18)", "Research, Demonstration, and Evaluation Activities (29)", "Programs (13)", "Pandemic, Influenza (9)", "Priorities (5)", "Emergencies, Terrorist (4)", "Meeting, Social, Cultural, Environmental (4)", "Native (4)", "Tribal, Alaska (4)", and "Linkage to HHS (3)". A sidebar on the left provides navigation options like "By Organization" (A-Z Agency Index, Federal Government, State Government, Local Government, Tribal Governments A-Z) and "Contact Your Government" (E-mail, Phone, In-Person, Frequently Asked Questions). At the bottom, there are sections for "FREE Subscribe Now" (FirstGov E-mail Updates) and "News and Features" (Latest Information on Veterans Affairs Data Security).

Then Check Out Their Procurement Forecast

FirstGov Search: HHS Procurement Forecast - Microsoft Internet Explorer

Address: <http://www.hhs.gov/osdbu/publications/forecast.html>

United States Department of Health & Human Services

Forecast Home | [FY2006 AHRO Forecast](#) | [FY2006 CDC Forecast](#) | [FY2006 CMS Forecast](#) | [FY2006 FDA Forecast](#) | [FY2006 HRSA Forecast](#) | [FY2006 IHS Forecast](#) | [FY2006 NIH Forecast](#) | [FY2006 PSC Forecast](#) | [FY2006 SAMHSA Forecast](#)

OSDBU Menu

- [Home](#)
- [Staff Services](#)
- [Policies](#)
- [Forecast](#)
- [FAQs](#)
- [KNOW NET](#)
- [Doing Business](#)
- [Calendar of Events](#)
- [Active Contracts](#)
- [Contacts](#)
- [WOSB Program](#)
- [Newsletter](#)
- [Forms](#)

Small Business

Office of Small and Disadvantaged Business Utilization

Forecast of HHS' Contracting Opportunities for FY 2006

FOREWORD

Public Law 100-656 requires the Department of Health and Human Services (DHHS) to publish an annual "Forecast of HHS' Contracting Opportunities". The law emphasizes advance acquisition planning, which provides all of our customers with a better understanding of our requirements.

It is departmental policy that all small, small disadvantaged, women-owned, HUBZone and service-disabled veteran-owned businesses receive a fair, equitable and impartial share of the contracts awarded by the Department. The forecast is one tool that will help the small business community effectively market their goods and services to the cognizant components within the Department.

The Forecast of HHS' Contracting Opportunities includes projections of all anticipated contract actions above \$100,000. The forecast is for informational and marketing purposes only. It does not constitute a specific offer of commitment by HHS to fund, in whole or in part, the opportunities referenced herein. This listing is not all-inclusive and as additional information is obtained, it will be posted. For more information on all opportunities above \$25,000, check www.FedBizOpps.gov.



Finish By Understanding Who They're Spending Their Money With

- In 2004 the Federal Government reported spending \$ 327,168,876,190.42
- Who met their procurement goals and who didn't?
- Who did they spend it with?
- Who got left out?



The Federal Procurement Data System (FPDS)

<http://www.fpds.gov>

- Every 20 seconds during the business day, the federal government awards a contract...the average value; \$ 465,000.00



Who's required to input data?

- Over 80% of Government Agencies are required to report/enter their contracting statistics into FPDS
- See the Attached Handout for the entire list



What's in FPDS-NG

- **Fiscal Year 04 Data:** Agencies report contract actions, including base actions and modifications, to FPDS-NG. FPDS-NG has been expanded to include new fields for Fiscal Year (FY) 04 and forward. The [data dictionary](#) contains a description of the data for FY 04 and forward. [Click here for a list of agencies who have submitted data for FY 04.](#)
- **Real-time Availability:** In many cases, contract data is available to the public when the contract is awarded to the vendor. Prior to FPDS-NG, data collection could take up to nine months between the time the contract was awarded and the information was available to the public. With FPDS-NG, the information is now available in near real-time.
- **Legacy Data:** Over 12 million legacy contract actions were migrated from the FPDC system and are now available in FPDS-NG. This includes FPDC transactions back to 1979.
- **Contract Actions Under \$25,000 (SF281 Summary Data):** The SF 281/DD 1057 was a standard form used to collect contract data from multiple contract actions, ranging in value from \$2,500 to \$25,000, for submission to FPDS-NG. The summary contract data found on SF-281's did not provide as much detail as that found in individual contract action reports. FPDS-NG now offers the public greater visibility and transparency into how the government is spending taxpayer money. FPDS-NG now collects individual contract action reports on purchases at \$2,500 dollars and greater.
- **Release of Data:** For security reasons, the Department of Defense (DoD) only releases contract data after a 90-day waiting period. However, the contract information is included immediately in the aggregate spending totals found in Standard Reports.



What's Not Reported

- Copies of entire contracts, statements of work, and subcontracting data
- Purchase Card data when actions are below \$2,500
- Data from agencies not subject to FPDS reporting requirements according to the Federal Acquisition Regulations
- Interagency agreements
- Grants data
- Cooperative agreements
- Training authorizations
- Imprest fund transactions
- Transactions related only to non-appropriated funds
- Most transactions that involve Government bills of lading or transportation requests
- Requisitions transferring supplies within or among departments or agencies
- Tracking functionality related to making awards or to tracking dollars

Logging Into FPDS


Welcome to the Federal Procurement Data System - Next Generation (FPDS-NG) - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Reload Print Mail W Word Go

Address <https://www.fpds.gov/> Go

Norton Internet Security Norton AntiVirus



Log In

Log-In:

Password:

[Forgot Your Password?](#)
[Security and Privacy](#)
[About FPDS-NG](#)
[Contact Help Desk](#)

What's New

New government wide standard reports and improved adhoc reporting is now available.

[For more information on these new reports and adhoc please click here.](#)

[DoD Data Availability](#)

[For more information on using and importing the XML data archives please click here.](#)

[To read this month's FPDS-NG Information Center newsletter, click here.](#)

[FPDS-NG User's Manual](#)

Top Requests

Fiscal year 2005 top requests:

[Hurricane Katrina Contracts](#)
[Hurricane Rita Contracts](#)
[Other Hurricane/Disaster Relief](#)
[Trending Analysis Report for the Last 5 Years](#)
[FPDS-NG Transaction and User Statistics](#)

Fiscal year 2004 top requests:

[Iraq Contracts](#)
[Top 10 Individual Awards](#)
[Homeland Security Spending by Agency](#)
[Total Federal Spending by Department](#)

Registration

Welcome to the new Federal Procurement Data System (FPDS).

If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.

Important Links

[FAQs](#)
[List of Agencies Submitting Data to FPDS-NG](#)
[Report Fiscal Year 2003 Transaction](#)
[Find Current Business Opportunities](#)
[Small Business Services](#)
[Business Partner Network](#)
[Register as a Potential Contractor](#)
[Past Performance Information Retrieval System](#)
[Federal Technical Data System](#)

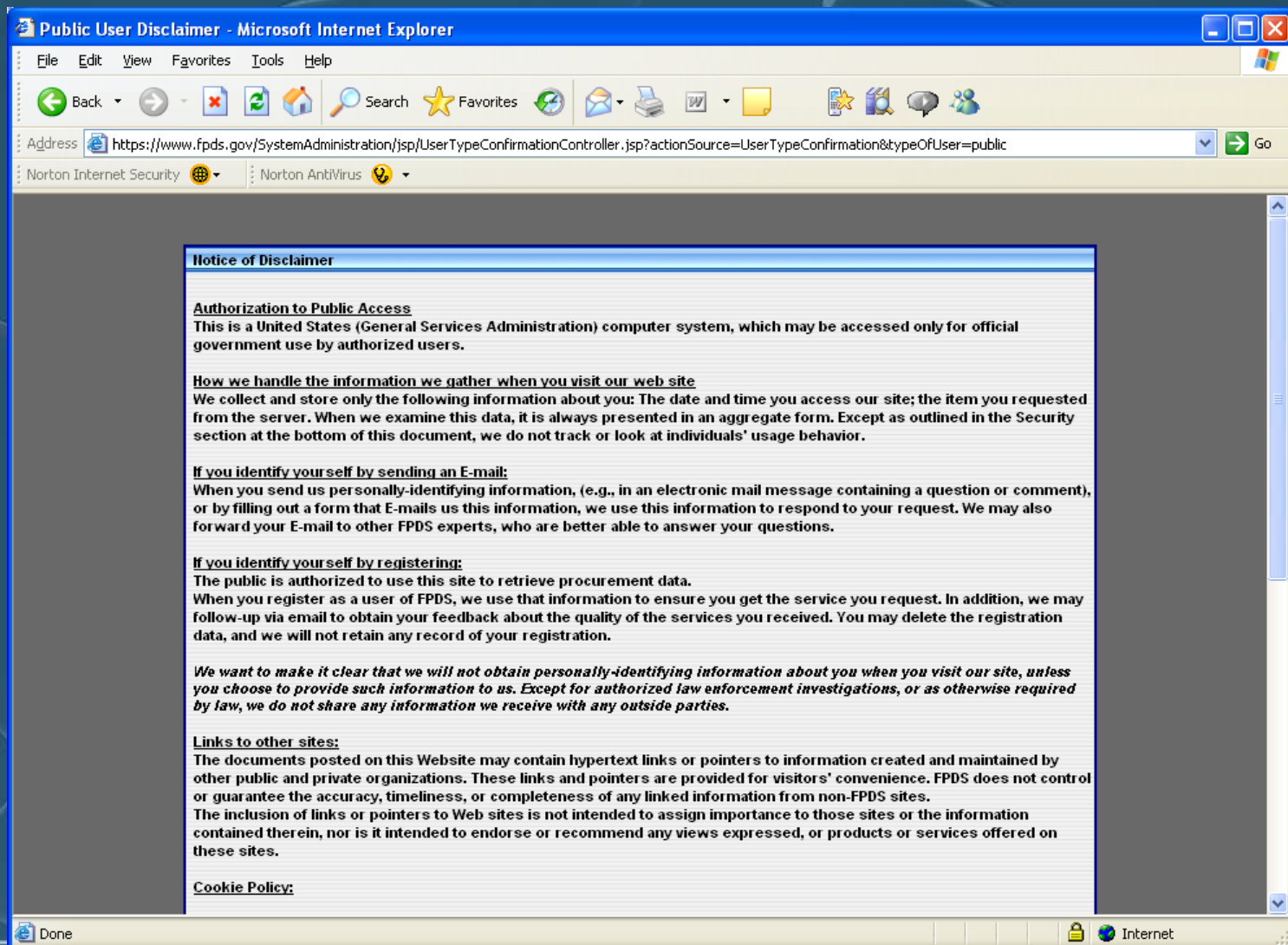
Reports

The following FPDS reports are available now for download:

[Small Business Goaling Report FY 2004](#)
[Federal Procurement Report FY 2004](#)
[Federal Procurement Report FY 2003](#)
[Federal Procurement Report FY 2002](#)
[Federal Procurement Report FY 2001](#)
[Federal Procurement Report FY 2000](#)

Internet

First Time? Create Your Account



Navigating FPDS


Welcome to the Federal Procurement Data System - Next Generation (FPDS-NG) - Microsoft Internet Explorer

File Edit View Favorites Tools Help


Back Forward Stop Home Search Favorites

Address <https://www.fpds.gov/> Go

Norton Internet Security Norton AntiVirus




FPDS Next Generation



Log In

Log-In:
Password:

[Forgot Your Password?](#)
[Security and Privacy](#)
[About FPDS-NG](#)
[Contact Help Desk](#)



What's New

New government wide standard reports and improved adhoc reporting is now available.


[For more information on these new reports and adhoc please click here.](#)

[DoD Data Availability](#)

[For more information on using and importing the XML data archives please click here.](#)

[To read this month's FPDS-NG Information Center newsletter, click here.](#)

[FPDS-NG User's Manual](#)




Top Requests

Fiscal year 2005 top requests:

- [Hurricane Katrina Contracts](#)
- [Hurricane Rita Contracts](#)
- [Other Hurricane/Disaster Relief](#)
- [Trending Analysis Report for the Last 5 Years](#)
- [FPDS-NG Transaction and User Statistics](#)

Fiscal year 2004 top requests:


- [Iraq Contracts](#)
- [Top 10 Individual Awards](#)
- [Homeland Security Spending by Agency](#)
- [Total Federal Spending by Department](#)



Registration


Welcome to the new Federal Procurement Data System (FPDS).

If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.



Important Links


- [FAQs](#)
- [List of Agencies Submitting Data to FPDS-NG](#)
- [Report Fiscal Year 2003 Transaction](#)
- [Find Current Business Opportunities](#)
- [Small Business Services](#)
- [Business Partner Network](#)
- [Register as a Potential Contractor](#)
- [Past Performance Information Retrieval System](#)
- [Federal Technical Data System](#)



Reports

The following FPDS reports are available now for download:

- [Small Business Goaling Report FY 2004](#)
- [Federal Procurement Report FY 2004](#)
- [Federal Procurement Report FY 2003](#)
- [Federal Procurement Report FY 2002](#)
- [Federal Procurement Report FY 2001](#)
- [Federal Procurement Report FY 2000](#)

 Internet

The Manual; It's Boring...But Worth it

Welcome to the Federal Procurement Data System - Next Generation (FPDS-NG) - Microsoft Internet Explorer







File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail W Go

Address <https://www.fpds.gov/> Go

Norton Internet Security Norton AntiVirus

FPDS Next Generation

| | | |
|---|---|---|
|  Log In Log-In: <input type="text"/> Password: <input type="password"/> <input type="button" value="Log In"/> Forgot Your Password? Security and Privacy About FPDS-NG Contact Help Desk |  What's New New government wide standard reports and improved adhoc reporting is now available. For more information on these new reports and adhoc please click here. DoD Data Availability For more information on using and importing the XML data archives please click here. To read this month's FPDS-NG Information Center newsletter, click here. FPDS-NG User's Manual |  Top Requests Fiscal year 2005 top requests: Hurricane Katrina Contracts Hurricane Rita Contracts Other Hurricane/Disaster Relief Trending Analysis Report for the Last 5 Years FPDS-NG Transaction and User Statistics Fiscal year 2004 top requests: Iraq Contracts Top 10 Individual Awards Homeland Security Spending by Agency Total Federal Spending by Department |
|  Registration Welcome to the new Federal Procurement Data System (FPDS). If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section. |  Important Links FAQs List of Agencies Submitting Data to FPDS-NG Report Fiscal Year 2003 Transaction Find Current Business Opportunities Small Business Services Business Partner Network Register as a Potential Contractor Past Performance Information Retrieval System Federal Technical Data System |  Reports The following FPDS reports are available now for download: Small Business Goaling Report FY 2004 Federal Procurement Report FY 2004 Federal Procurement Report FY 2003 Federal Procurement Report FY 2002 Federal Procurement Report FY 2001 Federal Procurement Report FY 2000 |

Internet



Finding Relevant Data

FPDS-NG : GRETCHEN@GOLDENKEYGROUP.COM [Home Page] - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

Address <https://www.fpbs.gov/common/jsp/FPDSPublic.jsp> Go

Norton Internet Security Norton AntiVirus

FPDS
Next Generation

Logged in as: GRETCHEN@GOLDENKEYGROUP.COM

Advanced Search GO Help Log Off

Reports

- Standard Reports
- Ad Hoc Reports
- Change Information

Welcome to the FPDS Reports Suite

Welcome to Federal Procurement Data System – Next Generation

FPDS-NG offers public users unprecedented access to the spending patterns of the Federal government – at no cost. Once you have registered at www.fpbs.gov, you will have access to more than 12 million contract actions from across the Federal government.

Prior to using the system, we recommend that you review the information on this page. FPDS-NG is designed as a self-service tool for the public. You will find details on what information is in FPDS-NG and the many ways to access it. Additionally, detailed Help files are available that describe how to get reports and generate your own.

What's in FPDS-NG?

Contract Actions:

- Fiscal Year 04 Data:** Agencies report contract actions, including base actions and modifications, to FPDS-NG. FPDS-NG has been expanded to include new fields for Fiscal

To submit comments, please [click here](#)

Done Internet



Learn What Your Competitors are Doing

FPDS-NG : GRETCHEN@GOLDENKEYGROUP.COM [Contract Search Criteria] - Microsoft Internet Explorer

File Edit View Favorites Tools Help

FPDS-NG : GRETCHEN@GOLDENKEYGROUP.COM [Award] - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address https://www.fpds.gov/DataCollection/contracts/jsp/1_2/awardController.jsp?agencyID=3600&PIID=V776C41339&modNumber=0&transactionNumber=0&advAgencyID=4730&advPI

Back Forward Stop Home Search Favorites

Norton Internet Security Norton AntiVirus

GFE/GFP Provided Under This Action:

Use Of EPA Designated Products: Not Required

Description Of Requirement:
(4000 characters)
terminology management services

Competition Information

Extent Competed For Referenced IDV:

Extent Competed: Full and Open Competition

Solicitation Procedures: Select One

Type Of Set Aside: Select One

Evaluated Preference: Select One

Research: Select One

Statutory Exception To Fair Opportunity: Select One

Reason Not Competed: Select One

Number Of Offers Received: 1

Small Business Competitiveness Demonstration Program: ☐

Commercial Item Test Program: ☐

Commercial Item Acquisition Procedures: ☐

Pre Award FBO Synopsis: ☐

SBA/OFPP Synopsis Waiver Pilot: ☐

Alternative Advertising: ☐

AT6 Action: ☐

Preference Programs / Other Data

Contracting Officer's Business Size Selection: Small Business

Subcontract Plan: Select One

Price Evaluation Percent Difference: %

Reason Not Awarded To Small Disadvantaged Business: Select One

Reason Not Awarded To Small Business: Select One

Done

Done

Done

Done

Internet



Focusing on the Right Agencies

| | | | | | Women Owned Small Business Contractor Actions | Women Owned Small Business Contractor Dollars | Women Owned Small Business Contractor % | Service Disabled Veterans Small Business Contractor Actions | Service Disabled Veterans Small Business Contractor Dollars | Service Disabled Veteran Small Business Contractor % | All Actions | All Dollars | |
|---|-----------------------------------|-----------------------------------|-----------------------------|---------------------------|---|---|---|---|---|--|-------------|-------------|-------------------|
| Department Name | Small Business Contractor Actions | Small Business Contractor Dollars | Small Business Contractor % | SDB Program Total Actions | % | 489,572 | \$9,091,919,423 | 3.032% | 29,118 | \$1,148,647,586 | 0.383% | 9,965,306 | \$299,886,097,753 |
| | | | | | % | 76 | \$3,758,308 | 0.307% | 3 | \$448,087 | 0.037% | 3,998 | \$1,225,733,283 |
| Total Federal | 4,358,031 | \$69,228,771,571 | 23.085% | 434,243 | % | 22 | \$2,772,769 | 4.047% | 3 | \$1,355,763 | 1.979% | 466 | \$68,513,695 |
| AGENCY FOR INTERNATIONAL DEVELOPMENT (1152) | 732 | \$21,400,515 | 1.746% | 211 | % | 7,700 | \$246,627,162 | 6.171% | 465 | \$18,752,799 | 0.469% | 157,192 | \$3,996,407,672 |
| AGENCY FOR INTERNATIONAL DEVELOPMENT (7200) | 348 | \$50,543,765 | 73.772% | 11 | % | 0 | \$0 | 0% | 0 | \$0 | 0% | 21 | \$197,794 |
| AGRICULTURE, DEPARTMENT OF (1200) | 108,435 | \$1,957,587,894 | 48.984% | 5,831 | % | 0 | \$0 | 0% | 0 | \$0 | 0% | 12 | \$70,126 |
| AMERICAN BATTLE MONUMENTS COMMISSION (7400) | 5 | \$62,560 | 31.629% | 1 | % | 0 | \$0 | 0% | 0 | \$0 | 0% | 7 | \$160,736 |
| ARCHITECTURAL AND TRANSPORTATION BARRIERS COMPLIANCE BOARD (9532) | 1 | \$15,000 | 21.390% | 0 | % | 19 | \$200,157 | 1.546% | 1 | \$19,963 | 0.154% | 277 | \$12,945,725 |
| ARMED FORCES RETIREMENT HOME (84AF) | 2 | \$104,864 | 65.240% | 3 | % | 13 | \$20,000 | 4.640% | 0 | \$0 | 0% | 30 | \$431,077 |
| BROADCASTING BOARD OF GOVERNORS (9568) | 168 | \$5,364,035 | 41.435% | 16 | % | 2,684 | \$206,624,736 | 13.851% | 261 | \$9,384,900 | 0.629% | 25,760 | \$1,491,762,930 |
| CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD (9565) | 28 | \$366,077 | 84.921% | 2 | | | | | | | | | |
| COMMERCE, DEPARTMENT OF (1300) | 15,610 | \$794,439,680 | 53.255% | 2,724 | | | | | | | | | |



Recap

- Free Intel can help you focus your Business Development Efforts
- To Save Time; Focus only on the data that's relevant to you; the Agencies that your pursuing
- Keep your Intel up to Date
- Remember; Time is Money...when the time is right, consider subscribing to an Intel Data Base



Useful Links

Federal Procurement Data System

<http://www.fpds.gov>

First Gov

<http://www.firstgov.gov>

Softshare

<http://www.usabid.com>

Government OSDBU Offices (enter through Dept of Commerce)

[http://www.osec.doc.gov/osdbu/Acq_and_SB_Specialist
Offices.htm#mpo](http://www.osec.doc.gov/osdbu/Acq_and_SB_Specialist_Offices.htm#mpo)

Federal Acquisitions Regulations (FAR)

<http://www.arnet.gov>



Thank You for Coming!

If you'd like a copy of this Power Point, or have questions, please feel free to contact me.

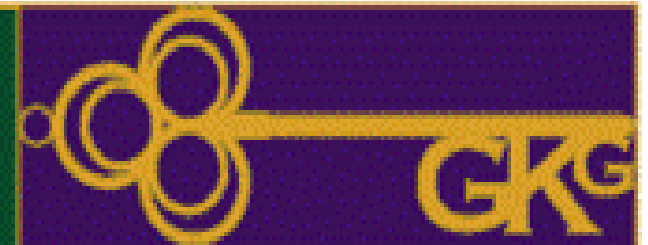
Gretchen McCracken

Golden Key Group

703-815-0106

gretchen@goldenkeygroup.com

UNLOCKING THE POWER OF
WORKFORCE POTENTIAL



GOLDEN KEY GROUP

